

CFMH Industry Event Course Syllabus

Course Title	Course Description	Instructor	Intended Audience	Times Offered and Room
The Federal Market Outlook for Schedule 03FAC Services and 51V Products	A forecast of federal spending on products and services offered under both CFMH schedules. Course will also highlight several market drivers impacting federal demand.	Bill Gormley-Washington Management Group	All schedule contract holders.	Wed: 8:30 – 9:30 Regency C Wed: 9:45 – 10:45 Regency C
Update on E-mods & E-Offers within Center for Facilities Maintenance and Hardware	Update from the Center on timeline and progress made towards going electronic with modifications and offers.	Ellie Upchurch – CFMH Products Section Chief and Supervisory Contracting Officer	All schedule contract holders.	Tues: 10:30 -11:30 Regency C
Increasing your product sales by participating in DLA E-Mall	An in-depth description of DLA E-Mall, (DLA's online catalogue, and instructions for participation by GSA's product vendors	Michael Hohnberger - Defense Logistics Agency	Primarily Schedule 51V product vendors.	Wed: 8:30 – 9:30 Sterling Studio 3 Wed: 1:30 – 2:30 Sterling Studio 5

Buying Power of GSA's Global Supply – Nathan Stewart, GSA	Come hear from Schedule 51V's largest customer about how NSN's and BPA's are established to assist federal customers	Nathan Stewart - Deputy Director, Heartland Global Supply	Primarily Schedule 51V product vendors.	Wed: 8:30 – 9:30 Sterling Studio 5 Thur: 8:30 – 9:30 Sterling Studio 3
Integration of Smart Building Technology within GSA–PBS	A presentation of the Public Building Service's timeline and goals for integrating Smart Building Technology within the federal building inventory.	Frank Santella- GSA-Public Building Service	Primarily Schedule 03AC facilities maintenance and energy service providers	Wed: 8:30 – 9:30 Sterling Studio 8 Thur: 11:00-12:00 Sterling Studio 3
03FAC Panel Discussion on Classifying what a Green Service is	Panel discussion on the direction GSA is taking in classifying "Green Services"	Brennan Conaway - GSA Central Office and Industry Panel	All 03FAC service providers	Wed: 9:45 – 10:45 Sterling Studio 3 Thur: 8:30 – 9:30 Regency C
Marketing Your GSA Schedule	Fed Market presents best practices in marketing you GSA contract.	Eileen Kent - Fed Market	All schedule holders	Wed: 8:30 - 9:30 Sterling Studio 1 Wed: 9:45 – 10:45 Sterling Studio 1 Wed: 11:00 -12:00 Sterling Studio 1 Wed: 1:30 – 2:30 Sterling Studio 1
Understanding the use of Blanket Purchase Agreements	Learn about blanket purchase agreements (BPAs) plus recent federal usage of BPA's in support of the Stimulus Act.	Walter Eckbreth – GSA Central Office	All schedule holders	Wed: 9:45 – 10:45 Sterling Studio 8 Wed: 11:00 -12:00 Sterling Studio 8

e-Everything: e-tools, GSA Advantage!, e-buy, SIP	Learn about GSA's suite of electronic acquisition tools.	Tim Dempsey- GSA, Office of Acquisition Management and Ellen Upchurch - CFMH Products Section Chief and Supervisory Contracting Officer	All schedule holders	Wed: 11:00 – 12:00 Regency C Wed: 2:45 – 3:45 Sterling Studio 3
Renting your products to the Federal Government	Learn about the advantages of renting your products in the federal market place.	Alysia Ryan - American Rental Association	Primarily Schedule 51V product vendors.	Wed: 9:45 – 10:45 Sterling Studio 5 Wed: 11:00 -12:00 Sterling Studio 5
Contractors buying from Schedule Contractors- Utilizing the FAR 51 Deviation	Learn about the recent changes that will authorize any vendor having a contract with GSA to buy off of schedule.	Malissa Michel GSA- Central Office	All schedule holders	Wed: 1:30 – 2:30 Regency C Thur: 9:45 – 10:45 Regency C
Energy Services meeting to discuss new offerings and language enhancements to the ES Special Item	Meeting with energy services companies to discuss proposed new offerings and language enhancements to the ES SINs.	Jennifer Hazelman – CFMH Business	Primarily Schedule 03AC energy service	Wed: 2:45 – 3:45 Regency C

Numbers (SIN's)		Development Specialist	providers	
GSA Advantage Green/Environmental Icons for Products- proposed changes	Learn about the proposed changes to GSA Advantage Green/Environmental Icons for products	Brennan Conaway - GSA Central Office	Primarily Schedule 51V contract holders	Wed: 2:45 – 3:45 Sterling Studio 5 Thur: 11:00-12:00 Sterling Studio 1
Learn more about Mentor Protégé Relationships	Learn more about the benefits of establishing Mentor Protégé relationships	Tony Eiland, GSA-Central Office	All schedule contract holders	Wed: 2:45 – 3:45 Sterling Studio 8 Thur: 9:45 – 10:45 Sterling Studio 5
Assistance for Small Businesses	Learn about the assistance available to small businesses from the St. Louis Procurement Technical Assistance Center, the KC Small Business Administration, and GSA's Office of Small Business Utilization	Joe Frank – St. Louis PTAC, Dave Turner - KC SBA (tentative), Karen Poole - GSA-OSBU	All schedule contract holders	Thur: 8:30 – 9:30 Sterling Studio 5 Thur: 11:00-12:00 Sterling Studio 5
From Other Direct Costs (ODC's) to Ancillary Supplies and/or Services... What does this mean for You, the Contractor	This class will cover the basics of Other Direct Costs (ODC's) and what are they? How the addition of the Ancillary Products and/or Services SIN will affect ODC's. There will be a discussion on what products and services can be offered, and how to price those	Elaine Rasmussen – CFMH Acquisition Director and Robin Bourne – GSA Office of Acquisition Management	Primarily Schedule 03FAC contract holders	Thur: 8:30 – 9:30 Sterling Studio 1 Thur: 9:45 – 10:45 Sterling Studio 1

	offerings. The class will end with an open discussion time regarding Ancillary Product and/or Services.			
Understanding GSA's IOA Contractor Assistance Visits	Learn about GSA's IOA Contractor Assistance Visits	Zach Smith - GSA Supplier Management	All contract holders	Thur: 8:30 – 9:30 Sterling Studio 8 Thur: 9:45 – 10:45 Sterling Studio 8
Facilities Maintenance/03FAC Meeting to discuss new offerings and language enhancements to Special Item Numbers (SIN's)	Meeting with facilities maintenance companies to discuss proposed new offerings and language enhancements to the 03FAC facilities maintenance Special Item Numbers (SINs)	Mary Snodderly – CFMH Business Development Specialist	Primarily Facilities Maintenance Companies	Thur: 11:00 – 12:00 Regency C
Partnering with AbilityOne	Learn about the opportunities available to sell products/services through AbilityOne	Jason Endicott – AbilityOne	Primarily Schedule 51V contract holders	Wed: 1:30 - 2:30 Sterling Studio 8 Thur: 11:00-12:00 Sterling Studio 8
Schedule 51V Meeting to	Discussion to gain industry	Debbie	Primarily	Thur: 9:45-10:45 Sterling Studio 3

discuss managed/value added services	intelligence on what managed/value added services should be integrated to be part of our Hardware offerings.	Harms, CFMH Center Director; Ellen Upchurch, CFMH Products Section Chief and Supervisory Contracting Officer; Gary Jenkins, CFMH Business Development Specialist	Schedule 51V contract holders	
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